

Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2003 ¹

Commercial Carrier	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
Blue Cross and Blue Shield of Massachusetts, Inc.	12,919	5,602	17,238	616	21,529	1,490	10,153	3,620	34,603	389	19,095	13,483	10,636	10,225	161,598
United HealthCare Insurance Company ²	3,109	2,426	1,620	191	2,416	370	1,999	877	3,364	104	1,831	1,392	811	980	21,490
Bankers Life and Casualty Company	1,091	357	518	69	699	34	475	114	1,526	66	865	493	247	467	7,021
Oxford Life Insurance Company	131	81	423	14	196	26	271	108	272	5	106	224	37	96	1,990
Hartford Life Insurance Company	247	91	79	35	29	9	168	58	48	9	46	29	8	15	871
Mutual of Omaha Insurance Company	153	86	49	3	47	12	173	50	69	5	41	43	22	35	788
HPHC Insurance Company, Inc. ³	55	1	14	0	16	1	1	1	226	0	102	56	27	179	679
Bankers Multiple Line Insurance Company	154	106	27	6	32	3	112	59	73	3	51	5	29	9	669
Monumental Life Insurance Company	17	8	17	3	12	1	13	8	33	1	20	9	6	7	155
Allianz Life Insurance Company of North America	19	12	4	6	6	1	10	17	21	3	12	11	4	1	127
Union Labor Life Insurance Company	8	4	4	1	17	0	9	1	18	0	20	21	10	13	126
Life Investors Insurance Company of America ⁴	17	3	5	0	18	0	11	8	15	2	24	5	6	4	118
CareFirst GHMSI, Inc. ⁵	17	0	16	6	9	1	17	1	17	2	5	4	7	6	108
Washington National Insurance Company ⁶	6	4	6	0	8	2	6	0	18	1	12	2	0	4	69
Combined Insurance Company of America	5	5	7	0	6	3	6	0	11	0	4	5	3	14	69
Principal Life Insurance Company	9	1	5	2	9	1	5	3	6	0	5	10	2	9	67
Peoples Benefit Life Insurance Company	2	2	9	0	5	1	6	2	10	0	4	3	5	2	51
Physicians Mutual Insurance Company	2	3	4	1	4	0	3	3	11	0	5	3	2	3	44
Standard Life and Accident Insurance Company	3	3	1	1	5	0	1	0	10	0	2	4	3	5	38
New York Life Insurance Company	5	1	1	1	4	0	6	3	4	0	5	2	1	3	36
Transamerica Financial Life Insurance Company	3	6	0	2	1	0	0	4	3	0	4	1	4	0	28
Order of United Commercial Travelers of America	1	0	1	0	3	0	4	4	3	1	1	0	0	5	23
GE Casualty Insurance Company	2	2	1	0	1	3	3	0	3	0	3	1	0	0	19
United Teacher Associates Insurance Company	0	0	0	0	0	0	1	2	4	0	4	0	4	2	17
State Farm Mutual Automobile Insurance Company	0	1	0	0	1	0	1	0	3	0	2	2	0	1	11
Union Fidelity Life Insurance Company	2	1	1	0	0	0	1	1	3	0	0	0	0	0	9
Golden Rule Insurance Company	1	2	0	0	0	0	0	1	1	2	0	0	0	0	7
National Benefit Life Insurance Company	1	0	1	0	0	0	1	0	1	0	1	0	0	1	6
Kanawha Insurance Company	1	0	0	0	0	0	0	0	0	0	0	2	0	0	3
BCS Life Insurance Company	0	0	0	0	0	0	0	0	1	0	2	0	0	0	3
Catholic Association of Foresters	0	0	0	0	0	0	0	0	0	0	1	0	1	0	2
Central States Health & Life Company of Omaha	2	0	0	0	0	0	0	0	0	0	0	0	0	0	2
Mennonite Mutual Aid Association	1	0	0	0	1	0	0	0	0	0	0	0	0	0	2
American Founders Life Insurance Company	0	1	0	0	0	0	0	0	0	0	0	0	0	0	1
Protective Life Insurance Company	0	0	0	0	0	1	0	0	0	0	0	0	0	0	1
Veterans Life Insurance Company	0	0	0	0	0	0	0	0	0	0	0	1	0	0	1
American Capitol Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
American National Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Medicare Supplement Policyholders	17,983	8,809	20,051	957	25,074	1,959	13,456	4,945	40,377	593	22,273	15,811	11,875	12,086	196,249
Number of Medicare Eligibles ⁷	59,134	27,506	91,727	2,644	114,652	12,032	78,527	21,620	212,229	1,232	100,750	68,950	90,027	115,857	996,887
% of Medicare Eligibles	30%	32%	22%	36%	22%	16%	17%	23%	19%	48%	22%	23%	13%	10%	20%

¹ Includes all persons with Medicare Supplemental coverage, including enrollees in both group and individual Medicare Supplemental plans, as well as those enrolled in both "closed" and "open" plans.

² The American Association of Retired Persons (AARP) switched its group Medicare Supplement Plans to United HealthCare Insurance Company from The Prudential Insurance Company of America beginning on January 1, 1998.

³ Effective June 30, 2003, the Preferred 65 product offered by Harvard Pilgrim Health Care of New England, Inc. was replaced with the Medicare Enhance product offered by HPHC Insurance Company, Inc.

⁴ Assumed block of business from Provident Life and Accident Insurance Company.

⁵ Formerly known as CareFirst of Maryland; includes membership from Blue Cross Blue Shield of DC and MD.

⁶ Formerly known as Pioneer Life Insurance Company.

⁷ Source: Centers for Medicare and Medicaid Services as of December 31, 2003.